



## Sixty-year-old suburban office increased its property valuation by reaching net zero goals and tenant-driven resiliency targets with C-PACE financed microgrid.

Tenant desire for continued operations during power outages and an energy audit revealed an opportunity for this office building to be retrofit realized through Solutions Based Investment™ from CounterpointeSRE.

By utilizing C-PACE, the owner financed the \$3.7MM retrofit with no capital outlay while capturing \$1.45 million in rebates and incentives. Both tenants and landlord benefit from this project via resiliency from a building automation system,

generator, solar and battery storage system to yield on-site power generation >90%. Tenants repay the financing with 20 year savings projected to be > \$5 million offsetting the payments.

In addition, the stabilized, as-complete valuation of property is projected to increase by \$4.7MM for this \$3.7MM investment to benefit both owner and the holder of the mortgage note.



<b>Location</b>	Hanover, MD
<b>Asset Class</b>	Office
<b>Project Type</b>	Retrofit
<b>Measure(s)</b>	BAS, solar and BESS
<b>Financing</b>	\$3.7 million C-PACE
<b>Term</b>	20 years
<b>EUL of Improvement(s)</b>	20+ years
<b>Annual Savings</b>	\$198,255
<b>Lifetime Savings</b>	\$5,114,395
<b>Annual Carbon Reduction</b>	1,180.6 MT CO2e

# COUNTERPOINTE C-PACE FINANCING

## Increases ROI and smooths out cashflows

Non-recourse fixed rate financing with terms up to the EUL removes term and interest rate risk

## Pass-through can yeild zero cost equity

PACE assessment may be passed through to tenants with NNN or Modified Gross Leases

## Delay start of repayment for years

Defer repayment and/or pair with I/O period to allow receipt of incentives and accrual of utility savings

## Recapture CAPEX

Refinance qualified projects completed within three years in most locations

## Releases Lender CAPEX Reserves

Increase ROI and available capital by providing financing for many lender required reserves

## Reduces Value Engineering

100% financing for projects, including pre-paid maintenance and soft costs can reduce or eliminate value engineering

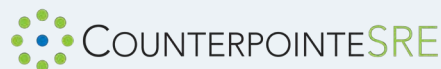
## Alternative to Mezzanine Debt and Equity

Reduce equity contribution to yield a lower blended cost of capital and increase returns

<b>Project Scope</b>	Upgrade/Retrofit, New construction and previously completed
<b>Tenancy</b>	Stabilized or transitional
<b>Assessment Size</b>	\$1,000,000 – \$200,000,000+
<b>Recourse</b>	Non-recourse
<b>Term</b>	5 to 30 years
<b>Amortization</b>	No balloon payments, self-amortizing
<b>Maximum LTV</b>	Up to 35% (stabilized)
<b>Maximum CLTV</b>	Up to 95%



CounterpointeSRE is a national commercial property assessed clean energy (C-PACE) capital provider with expertise in commercial real estate lending, structured finance and PACE program administration for some of the largest PACE jurisdictions in the nation. Over the past decade, we have played a leadership role driving investment toward clean energy and energy efficiency in our nation's commercial buildings.



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